

Message Text

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44

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
----- 002590

R 261402Z AUG 76
FM AMEMBASSY MOSCOW
TO USDOC WASHDC
INFO SECSTATE WASHDC 8020

UNCLAS MOSCOW 13490

E.O. 11652: N/A

TAGS: BEXP, ECRE, UR

SUBJ: PROPOSED TSS ON HOTEL AND RESTAURANT EQUIPMENT,
ADMINISTRATION AND TURNKEY PROJECTS

REF: (A) USDOC 12443, (B) MOSCOW 5251, (C) MOSCOW A-224

1. AS REPORTED REF (C), MOSCOW CITY AUTHORITIES PLAN TO BUILD HOTELS ACCOMMODATING 25,000 VISITORS IN TIME FOR OLYMPICS. DUE TO SHORTAGE OF LEAD TIME, HOWEVER, IT APPEARS DOUBTFUL THESE PLANS WILL TRANSLATE INTO TURNKEY DEALS FOR U.S. OR THIRD-COUNTRY CON-SORTIA WHICH HAVE NOT ALREADY SUBMITTED PROPOSALS. EVEN PROSPECTS FOR CURRENTLY ACTIVE FIRMS APPEAR UNCERTAIN AS MOST NEGOTIATIONS HAVE BEEN IN HOLDING PATTERN SINCE SIGNATURE OF SEFRI'S CONTRACT FOR MOSCOW HOTEL EARLY THIS YEAR (SE REFB).

2. IMPORTS OF WESTERN HOTEL AND RESTAURANT EQUIPMENT WOULD BE INCLUDED IN ANY FUTURE TURNKEY HOTEL PROJECTS. HOWEVERN EVEN SUCCESSFUL AMERICAN BIDDERS WOULD PROBABLY MAKE EVERY EFFORT TO SOURCE EQUIPMENT PURCHASES FROM WESTERN COUNTRIES OFFERING EXPORT FINANCING IN ORDER TO SWEETEN TERMS OF CREDIT PACKAGE SOVIETS DEMAND FOR THESE DEALS. GIVEN CURRENT FOREIGN EXCHANGE STRINGENCIES, SIZEABLE IMPORTS OF EQUIPMENT FOR SOVIET-BUILT HOTELS AND RESTAURANTS ARE UNLIKELY SINCE DEMAND CAN BE MET, FOR BETTER OR WORSE, FROM LOCAL PRODUCTION.

3. BECAUSE OF THESE FACTORS EMBASSY RECOMMEDNS AGAINST INCLUSION OF MOSCOW IN ITINERARY FOR SUBJECT TSS.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CONSTRUCTION, EQUIPMENT, CONTRACTS, HOTELS
Control Number: n/a
Copy: SINGLE
Draft Date: 26 AUG 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976MOSCOW13490
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760326-0270
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760817/aaaaaoep.tel
Line Count: 60
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 MOSCOW 5251, 76 MOSCOW A-224
Review Action: RELEASED, APPROVED
Review Authority: cahillha
Review Comment: n/a
Review Content Flags:
Review Date: 01 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <01 APR 2004 by ReddocGW>; APPROVED <28 JAN 2005 by cahillha>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PROPOSED TSS ON HOTEL AND RESTAURANT EQUIPMENT, ADMINISTRATION AND TURNKEY PROJECTS
TAGS: BEXP, ECRE, UR, US
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006